

Jill Van Dusen's... The Real Estate Consultant
Rocklin



RELIANCE PARTNERS



Insight Into Your Real Estate Market

May 2017

THE CHATTER & QUESTIONS CONTINUE ABOUT THE ROCKLIN REAL ESTATE MARKET!

It's amazing to me how many home owners and non home owners stop and ask me about the real estate market because they see me wearing my Realtor name badge. So many people have questions and want answers about the news in Real Estate. Where are we heading? Is the market going to take a crash? Are homes continuing to appreciate? Who are the buyers in this market? How can they afford the increased home prices? Why are people selling? What are the interest rate? Will they go up again? Will we ever see 3.25% interest rates?

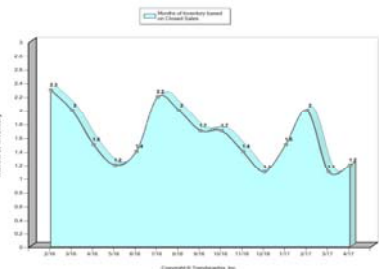
Lots of questions, though all good and legitimate.

So let me begin as if we are sitting together having a conversation about Real Estate.

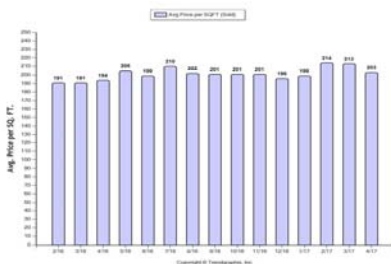
First, whether you are looking to buy or sell it is never too early to begin the "question" process. The crystal ball I have shows the facts as to where we are TODAY and in turn can take these facts and my real estate knowledge to help predict the very NEAR future.

As you may know we are in a high demand with low inventory. We are in a seller's market. It's now been over 4 years since we took a turn out of "distressed" times and the market continues to increase. Will this just fall out

from the bottom tomorrow? The industry experts say, "no". We are inundated with home buyers and multiple offers. Even those who are selling and in turn buying, find themselves in the "multiple offer" situation too. As you can see in the graph to the left, we only have 1.2 months of inventory in Rocklin. If we did not add more listings to the market, all inventory will vanish within 1.2 months. Now that is an aggressive market. Even though the last month



we saw a drop in the average price per sq. ft. we are expected to see it increase closer to the high point of \$214 per sq. ft. Please see the chart to the right showing the high in February, 2017 and March, 2017. With an increase of listings coming on the market of million dollar homes and our lowest home prices averaging in the high \$300's in some parts of Rocklin, we will see a stable increase of price per sq. ft. during the high buyer demand within the summer months.



Many people hesitate to make a "move" (no pun intended), and wait for that

What do you want to know about the real estate market? I would love the opportunity to highlight the articles in the Real Estate Consultant newsletter with discussions based on the reader's interests. Submit your questions and ideas to Jill@JillSellsRealEstate.com. Your feedback is important!

"perfect" time. Well, we don't exactly know the "perfect" time until it passes. We only know today and that is, we are in a seller's market, interest rates are low and housing is still affordable for the Rocklin buyer. And who are these buyers? Many home buyers already live in Rocklin and are taking their equity and upsizing. Also, many "empty nesters" who want to stay in our beautiful community of Rocklin are downsizing. In addition, we are seeing a tremendous growth of "transplants" from the Bay Area. Many of which have cash or a large down payment.

There are many questions and many answers. Each situation is unique and dependent on your own goals. It would be an honor for me to sit down with you to discuss your current and future goals and put a plan together to get you through your next real estate move. It's a process. Understanding your wants and needs will help create a **customized path for you**. Feel free to call me at 916.765.5488 or email jill@jillsellsrealestate.com and together we will review your situation.

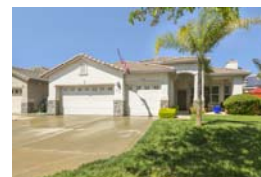
Check your home value today! Get your free home analysis at JillSellsHomes.SmartHomePrice.com or call Jill Van Dusen at 916.765.5488

VAN DUSEN DISTINCTIVE HOMES ACTIVITY
Sales are NOT slowing down...This could be you!

JUST SOLD!



1292 Portello Way
New Home Build with
MANY UPGRADES!



6517 Jackson Court
3 bed 2 bath 2,007 sq ft
5 OFFERS!

PENDING!



5017 Bonny Kaye Court
3 beds 2 bath 1,367 sq ft

COMING SOON!



1740 Fontenay Way
4 beds 3 bath 2,268 sq ft

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*"You only live once, but if you do it right, once is enough."
-Mae West*



And... SEE WHAT'S INSIDE:

- ◆ **Rocklin Real Estate Chatter!**
- ◆ **Check Your Home Value**
- ◆ **Team Jill Activity**



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If your property is now listed with a REALTOR® please disregard this offer,
as it is not our intent to solicit the offerings of other REALTORS®.

Rocklin Properties Sold, MLS Data April 2017

ADDRESS	LIST \$	SALE \$	SQ FT	ADDRESS	LIST \$	SALE \$	SQ FT	ADDRESS	LIST \$	SALE \$	SQ FT
2203 Merino Ct	630000	610000	3043	912 Aubree Ln	474900	480000	2236	2201 Crystal Lake Ct	539000	539000	3184
1502 Syracuse Dr	515990	515990	2265	3505 Pleasant Creek Dr	399900	399900	1650	5905 Kingwood Cir	275000	275000	1333
917 Wilderness Way	549950	543000	3328	1908 Hillock Ct	459999	464000	2460	5900 Blackstone Dr	459000	459000	1990
4352 Lakebreeze Dr	430000	402000	2007	2904 Greens Ct	349900	345000	1206	3721 Abby Ct	469900	470000	2277
2224 Wild Plains Cir	665900	660000	3828	2707 Devon Ct	485000	485000	2236	1876 Sorrell Cir	749000	735000	4148
2604 Catalina Ct	436950	440000	2004	5185 5th St	250000	252500	1534	4959 Charter Rd	539000	525000	2557
955 Old Ranch House Ct	844990	844990	3764	5087 Midas Ave	499500	480000	3098	2404 Carr	460000	460000	2347
1181 Whitney Ranch Pkwy	162000	165000	898	5508 Treasure Dr	414900	414900	1876	2352 Canary Ct	384900	410000	1526
707 Gentle Breeze Way	537270	537270	2850	5800 Appalosa Pl	549000	555000	2310	5300 2nd St	399900	400000	1650
2240 Ranch View Dr	474990	474990	2161	809 Calico Dr	545000	535000	2793	2317 Pinnacles Dr	375000	375000	1817
5246 Windham Way	559000	549000	2731	5022 Bradford Dr	444900	440000	1766	4538 Shenandoah Rd	579000	579000	2709
1210 Whitney Ranch Pky #537	165000	165000	898	2717 San Marcos Ct	435000	428000	1908	5356 Humboldt Drive	555000	555000	2542
4661 Ravine Crossing Ct	825000	790000	3453	2227 Apple Grey Ln	619900	615000	3830	1251 Whitney Ranch Pky #1215	165000	160000	898
5425 Casa Grande Ave	425000	425000	1810	5209 Bay St	395000	395000	1710	3999 Aitken Dairy Rd 9	475000	480000	2672
5280 3rd St	440000	440000	1951	2220 Purple Marlin Ct	389000	389000	1307	3905 Woodhouse C	929000	909500	3341
822 Calico Dr	569000	569000	2910	3300 Copper Ct	719000	719000	2456	6270 Lonetree Blvd	319000	333000	1771
4340 Sandhurst Ct	698800	695000	3500	2811 Isle St	395000	402000	1645	4131 Tahoe Vista Dr	499900	505000	1635
3905 Mariella Ct	585000	575000	2378	1620 Begonia Ct	390000	400000	1610	6530 Hearthstone Cir #634	189000	185000	816
2033 Archer Cir	499900	500000	2432	1648 Abilene Cir	479000	485000	2543	5305 Clipper Rd	480000	480000	2266
4017 Burchard Way	444874	433900	2068	1303 Saint Charles Way #95	269500	275000	1083	6025 Woodside Dr	245000	258000	1080
6310 Emerald	385000	380000	1425	930 Anvil Cir	599900	605000	3250	5159 Wedgewood Way	535000	525000	2660
3819 Sylvan Dr	780000	772500	4228	1676 Olympic Circle	459000	462000	2408	501 Horizon	196888	196888	754
1251 Whitney Ranch Pky #1216	178000	183500	1066	1504 Syracuse Dr	624990	624990	3857	6595 Woodcrest Ct	335000	338000	1315
2100 Broken Rail Ln	629000	640000	3229	5410 3rd St	289900	288000	1448	5500 Avila Ct	374900	380000	1455
4635 Midas Ave	432000	440500	2246	5109 Southside Ranch Rd	504900	505000	2508	6208 Canvasback Ct	519000	530000	2700
2191 Red Setter Rd	615000	610000	3542	2161 Red Setter Rd	639000	639000	3830	2835 Catalina Dr	421000	416500	1667
878 Spotted Pony Ln	549900	560000	3289	5618 Miners Cir	384990	385000	1490	5905 Lindsay Ct	399000	399000	1809
2192 Ranch View Dr	594000	580000	3235	4101 Coldwater Dr	345000	336375	1226	4401 Longview Dr	899000	900000	4456
2409 Trail Dust Ln	620000	605000	3471	5578 Butano Way	349900	350000	1502	508 Horizon Cove	199000	205000	754
2413 Trail Dust Ln	585000	570000	2932	1181 Whitney Ranch Pky #738	184000	182000	1050	4709 Grenada Ct	527900	533900	2500
2232 Apple Grey Ln	593900	568000	3830	1501 Olympic Cir	519000	500000	2780	1907 Great Divide Ct	508600	505725	2798
5113 Southside Ranch Rd	524900	524900	2480	841 Spotted Pony Ln	559000	555000	3298	6517 Jackson Court	458000	465000	2007
6900 Fordham Ct	699000	689000	3173	2015 Two Towers Way	519000	519000	3167	5054 Concord Rd	449900	470000	2203
3405 Stormy Ct	547000	547000	2847	3160 Capistrano Way	525000	515000	2786	2503 Spring Ct	489950	480000	1976
951 Station House Ln	529950	527000	3286	5343 Delta Dr	389900	410500	1645	5845 Zion Ct	324888	330000	1245
6822 Camborne Way	537900	537900	2005	4540 Willowglen Way	489000	494000	2008	1446 Redwood Dr	435000	440000	1775
2276 Wild Plains Cir	779000	762500	4633	816 Baronial Ln	499990	499990	2000	5625 Bolton Way	369900	375000	1694
3134 Strand Rd	439950	428000	2124								

For a tour of any new listings including REO properties, please contact Jill Van Dusen 916.765.5488 or email jill@jillsellsrealestate.com BRE #01721219